

December 9, 2016

## ***FY 16-17 Sales Tax Update***

Sales tax revenue for October 2016 (December 2016 report) was \$12,092 (2%) less than September 2016 (November 2016 report), but sales tax revenue for October 2016 was \$35,908 (5 %) higher than the same revenue source in October 2015.

When comparing sales tax results for the first four (4) months of FY 16-17 versus the same time period in FY 15-16, revenues are up \$91,933 (3%).

Staff will continue to monitor sales tax revenues on a monthly basis and provide updates to the Board.

## ***Commissioners Meeting Room Audio/Video Replacement Update***

Staff received three (3) responses to the formal Request for Proposals (RFP) for the replacement of the audio/visual equipment in the Commissioners Meeting Room. All three (3) firms have a business presence in North Carolina, but none of the firms were local.

The bids ranged from \$106,000 to \$166,000. The lowest bid vendor's quote was based on some equipment that did not match the RFP specifications. The high bid vendor exceeded the \$150,000 project budget. As such, staff will be recommending the approval of a contract with the vendor who met all of the RFP specifications and submitted a bid amount of \$125,000. This vendor is based in Franklinton, NC. This item will be on the Board's January 3 consent agenda for action.

## ***Public Schools – WorkKeys<sup>1</sup> (Career Readiness) Data\****

More and more businesses and industries are using the results of the ACT WorkKeys (Career Readiness Certificate program) as a measure of a community's career ready workforce. Proficiency on the ACT WorkKeys is measured by a "Silver" level certification.

Below please find the performance results (% of graduates achieving a Silver level certification or higher) of Stanly County public school students as compared to other students in our region. In addition to the FY 15-16 results, the data includes a comparison to the results in FY 14-15.

School District	ACT WorkKeys Silver Level FY 15-16	ACT WorkKeys Silver Level FY 14-15
Montgomery	81.5%	64.1%
Union	80.4%	75.0%
Lincoln	77.3%	77.5%
Cleveland	77.2%	72.0%
Cabarrus	76.9%	77.5%
Davidson	76.5%	77.3%
<b>State Avg.</b>	<b>73.5%</b>	<b>72.1%</b>
Iredell	72.5%	71.0%
Randolph	69.9%	77.5%
Gaston	69.9%	72.1%
<b>Stanly</b>	<b>66.3%</b>	<b>65.2%</b>
Rowan	57.6%	72.9%
Anson	26.9%	23.7%

<sup>1</sup> - Career and technical education (CTE) student graduates w/4 or more CTE units completed in a career cluster scoring at a Silver level or higher (levels are Platinum, Gold, Silver and Bronze)

\* Source – <https://ncreportcards.ondemand.sas.com>

It will be important to continue to work with our local school system to ensure limited resources are strategically targeted to career and technical education programs in order to improve our workforce development outcome results.

## ***Upcoming Meetings & Events***

Board Meeting                      Tuesday, January 3  
7:00 PM  
Commons Meeting Room